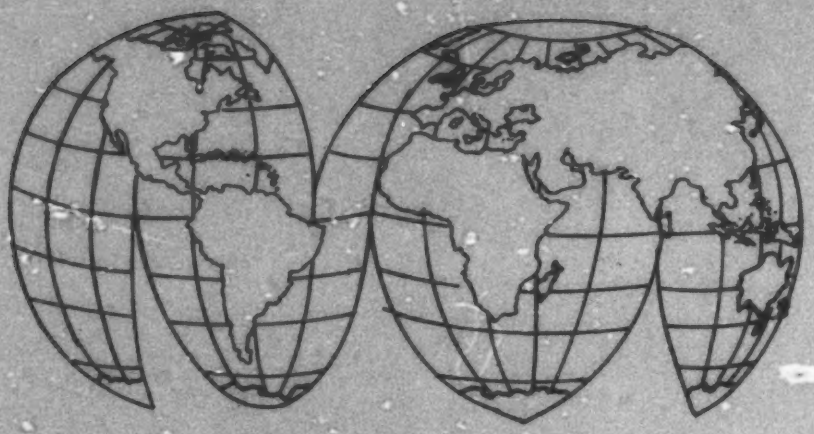
In 8/Mass.

INTERNATIONAL TRADE

STATE AND LOCAL
Resource Directory

1988–1989

Massachusetts



READEX FICHE best copy available

U. S. Small Business Administration

Office of International Trade/Office of Business Development

SBA 1. 13/4:

INTERNATIONAL TRADE

State and Local Resource Directory 1988 - 1989

Massachusetts

SBA

U.S. SMALL BUSINESS ADMINISTRATION

Office of International Trade
&
Office of Business Development
1441 L. Street Northwest
Washington, DC 20416

FOREWORD

In today's world of growing economic interdependence, the role of the international marketplace is becoming increasingly important to American business. The world market represents more than just a vast field of opportunity for many manufacturers and service firms. With increased foreign competition, exporting may actually in many cases be necessary for long-term success of a business.

At present, the United States is experiencing an unfavorable balance of international trade. As part of the U.S. strategy to correct this situation, the U.S. Small Business Administration has targeted export expansion as a high priority. The role which small business can play in the world market is significant. There are thousands of American firms with the potential to export which do not yet do so, and many others which export on a small scale but which have not yet reached their full export potential. However, breaking into the export market is often perceived as too complex and difficult, and potential is left untapped.

There are numerous programs at the state and local level which provide assistance to the potential or beginning exporter. Many service firms are also in the business of export assistance, such as banks, export management companies, consultants and international freight forwarders.

The U.S. Small Business Administration is pleased to be able to present this International Trade State and Local Resource Directory for the State of Massachusetts. Used in conjunction with the Exporter's Guide to Federal Resources for Small Business, this directory should provide a small business with the ability to locate and exploit the various forms of export assistance available. With such assistance, the process of entering the export market or expanding existing exports can be made considerably easier.

Small businesses are also encouraged to contact the nearest offices of the U.S. Small Business Administration and the U.S. Department of Commerce, International Trade Administration. Both agencies provide numerous programs and services for export assistance, and their local offices are listed at the beginning of this directory.

The U.S. Small Business Administration is dedicated to assisting small businesses enter the international marketplace. Exporting means increased business and profits for small business, more jobs for all Americans, and reduction of our national trade deficit. Together, we can help improve America's balance of trade and economic vitality.

PREFACE

Every effort has been made to make this directory as accurate, complete and up-to-date as possible. However, the U.S. Small Business Administration accepts no responsibility for any inaccuracies or omissions, which are of a purely inadvertent nature. Any changes or omissions should be brought to the attention of the Small Business Administration (SBA), which will seek to include them in future editions of this directory. Changes or additions can be made using the form at the end of this directory and should be addressed to:

U.S. Small Business Administration
Office of International Trade
1441 L Street NW, Room 501A
Washington, DC 20416

The inclusion of an organization or firm in this directory does not in any way constitute an overt or implied endorsement by the U.S. Small Business Administration or any other government agency. Names, addresses and information are provided for reference purposes only. The SBA assumes no responsibility for business transactions conducted with firms listed.

Acknowledgements: This directory was compiled by René BeBeau and Paul F. Kirwin of the Office of International Trade. Contributions were made by Ralph George of the Boston District Office and Arnold Rosenthal and Ken Golner of the Boston Regional Office. The International Trade State and Local Resource Directory series was managed by René BeBeau under the leadership of Sheryl J. Swed, Director, Office of International Trade.

TABLE OF CONTENTS

	Page
U.S. SBA and U.S. Department of Commerce Local Offices	4
State Agencies	5
City and Local Agencies	7
Port Authorities	8
Small Business Development Centers and Other University/ College Programs	9
Chambers of Commerce	11
Private/Other Organizations	13
Foreign Consulates	16
Foreign Embassies	18
Banks with International Departments	25
Export Management Companies/Export Trading Companies	26
International Trade Consultants	40
Legal Consultants — Law Firms With International Departments	47
Custom House Brokers/International Freight Forwarders	49
Export Packing and Crating	55
Export-Related Insurance	56
Translation Services	57

U.S. SMALL BUSINESS ADMINISTRATION AND U.S. DEPARTMENT OF COMMERCE LOCAL OFFICES

The local offices of the SBA and the U.S. Department of Commerce are two of the first places a current or potential small business exporter should look for assistance. Both agencies offer a variety of services.

Services provided by the SBA include educational seminars and conferences on exporting, financial assistance, and initial market studies through the Export Information System. The Service Corps of Retired Executives (SCORE) provides one-on-one counseling by retired executives with years of business and international experience. Counseling and other export assistance is also available through SBA's cooperative effort with the Small Business Development Center (SBDC) and Small Business Institute (SBI) networks, located at numerous colleges and universities. In cooperation with the Federal Bar Association, the SBA can also provide initial legal consulting on exporting.

The U.S. Department of Commerce offers a wide range of valuable information for exporters. Through its many overseas offices, the Department of Commerce can provide in-depth information on overseas markets, uncover trade leads, and develop overseas contacts. It can research the export potential of a particular product. The Department of Commerce conducts overseas trade missions and catalog exhibitions, and assists firms participating in overseas trade shows. It also conducts export seminars and workshops, often in cooperation with the SBA.

SBA Regional Office:

U.S. Small Business Administration
60 Batterymarch Street, 10th Floor
Boston, MA 02110
(617) 451-2032

SBA District & Branch Offices:

U.S. Small Business Administration
10 Causeway Street, Room 265
Boston, MA 02222-1093
(617) 565-5584

U.S. Small Business Administration
Federal Bldg. & Courthouse, Room 212
1550 Main Street
Springfield, MA 01103
(413) 785-0268

U.S. Department of Commerce
International Trade Administration
World Trade Center, Suite 307
Commonwealth Pier Area
Boston, MA 02110
(617) 565-8563

STATE AGENCIES

The following listing includes state agencies involved in international trade. Listings are accompanied by a description of the international trade services offered (Note: state-run port authorities are listed under a separate heading).

Massachusetts Industrial Finance Agency
400 Atlantic Avenue
Boston, MA 02110
(617) 451-2477

The Agency is the designated agent in Massachusetts for the U.S. Export-Import Bank's working capital loan program.

Massachusetts Legislative Committee on International Trade and Investment
State House, Room 185
Boston, MA 02133
(617) 722-1364

The Committee conducts research and evaluation of the current international trade environment.

Massachusetts Office of International Trade and Investment (OITI)
Office of Economic Affairs
100 Cambridge Street, Suite 902
Boston, MA 02202
(617) 367-1830

OITI is the State's lead agency for export promotion, and offers several services for small business exporters. OITI is actively engaged in developing overseas contacts and trade leads, and has targeted several specific high-tech industries with export potential. OITI represents Massachusetts firms at overseas catalog shows. In cooperation with other agencies and organizations, OITI conducts seminars and conferences on various topics concerning exports.

Overseas, OITI operates out of the London and Tokyo offices of the Massachusetts Port Authority. The Commonwealth of Massachusetts also has a bilateral trade relationship with Guangdong Province in China. OITI publishes the "Massachusetts Export Services Directory."

OITI receives guidance and assistance from the **Massachusetts International Trade Council**. The Council, comprising seven task forces, is made up of persons from both the private and public sectors experienced in international trade. OITI functions as the Secretariat of the Council.

New England Governor's Export Development Conference
76 Summer Street
Boston, MA 02210
(617) 423-6900

Services available include general export advice and referrals.

CITY AND LOCAL AGENCIES

Some city and local government agencies provide services designed to promote international trade in their areas. The following listing, divided by metropolitan area, presents these agencies and brief descriptions of their international trade services.

City of Boston
Economic Development and Industrial Corporation of Boston (EDIC)
38 Chauncy Street
Boston, MA 02111
(617) 725-3342

EDIC works to promote exports by companies in the Boston area.

PORT AUTHORITIES

In addition to packing and shipping, port authorities provide general information on exporting and importing, potential foreign markets, buyers and representatives, and overseas projects.

In cases where port authorities offer special services for exporters, that information is included below.

The Massachusetts Port Authority (Massport)
Trade Development Unit
Boston World Trade Center, Suite 321
Boston, MA 02110
(617) 439-5560

The Massport Trade Development Unit provides export assistance to small and medium sized businesses throughout the New England area. It will work with a new or inexperienced exporter to develop overseas marketing plan, and provides technical assistance throughout the export process. Massport maintains offices in London and Tokyo, and focuses its efforts upon promoting exports to Western Europe, the Far East, Latin America and the Caribbean. It leads trade missions overseas and actively develops overseas contacts and trade leads. It can conduct market research for particular areas and products. Massport also sponsors international trade seminars, workshops, and briefings.

Massport has several publications, including a catalog of New England products available for export, country-specific guides, and manuals on specific technical aspects of exporting.

MALL BUSINESS DEVELOPMENT CENTERS AND OTHER UNIVERSITY/COLLEGE PROGRAMS

At many universities and colleges, faculty members have expertise in international affairs and international business, and may provide consulting. Certain universities and colleges, including those with SBDCs, offer services to exporters. Included with the listing of these schools and SBDCs are summaries of the special services offered.

unker Hill Community College
nternational Business Program
ivision of Planning and Development
oston, MA 02129
(617) 241-8600

he International Business Program offers several services for usinesspeople interested in exporting. It provides seminars on exporting, rom general introductory courses to more specific topics. The Division of ontinuing Education offers courses in international trade. The school also ublishes various papers and guides on exporting.

niversity of Massachusetts/Amherst
mall Business Development Center
mherst, MA 01002
(413) 549-4930 ext. 303

he Small Business Development Center (SBDC) network works in cooperation ith the U.S. Small Business Administration to assist small and mid-sized usinesses. An SBDC can provide in-depth management and technical ssistance, counseling and training. Assistance in the area of international rade is available. Branch SBDC offices are located at:

oston College
etropolitan Boston Regional SBDC
6 College Road, Rahner House
hestnut Hill, MA 02167
(617) 552-4091

outheastern Massachusetts University
outheastern Regional SBDC
00 Pocasset Street
all River, MA 02722
(508) 673-9783

Clark University
Central Regional SBDC
24 Maywood Street
Worcester, MA 01610
(508) 793-7615

University of Lowell
Northeastern Regional SBDC
450 Aiken Street
Lowell, MA 01854
(508) 458-7261

University of Massachusetts
Western Regional SBDC
101 State Street, Room 216
Springfield, MA 01103
(413) 737-671

University of Massachusetts/Amherst
Small Business Institute
School of Management
Amherst, MA 01003
(413) 549-4930

The University of Massachusetts/Amherst Small Business Institute (SBI) program specializes in the area of international marketing and exporting. The SBI can provide a comprehensive market study of a particular country, including a review of the country's economy, business customs, political and legal system. The report is also a feasibility study on exporting a particular product to the market in question.

CHAMBERS OF COMMERCE

Some chambers of commerce are actively involved in the promotion of international trade. In cases where chambers of commerce offer international trade services, they are listed below, along with a summary, where available, of services provided.

Boston

Greater Boston Chamber of Commerce
125 High Street
Boston, MA 02110
(617) 227-4500

The Boston Chamber organizes and conducts seminars on specific aspects of exporting, and sometimes can provide trade leads. The Boston Chamber also, along with other chambers listed below, provides certificates of origin for exporters.

Greater Lawrence Chamber of Commerce
264 Essex Street
Lawrence, MA 01840
(508) 686-0900

New England Council Chamber of Commerce
120 Boylston Street
Boston, MA 02601
(617) 542-2580

Regional Chamber of Commerce
One Center Street
Brockton, MA 02401
(508) 586-0500

South Shore Chamber of Commerce
36 Miller Stile Road
Quincy, MA 02169
(617) 479-1111

Watertown Chamber of Commerce
P.O. Box 45
Watertown, MA 02172
(617) 926-1017

Cape Cod

Cape Cod Chamber of Commerce
Hyannis, MA 02601
(508) 362-3225

Fitchburg

Greater Gardner Chamber of Commerce
301 Central Street
Gardner, MA 01440
(508) 632-1780

New Bedford

New Bedford Area Chamber of Commerce
P.O. Box G-827
New Bedford, MA 02742
(508) 999-5231

Pittsfield

Central Berkshire Chamber of Commerce
66 West Street
Pittsfield, MA 01201
(413) 499-4000

Springfield

Greater Holyoke Chamber of Commerce
69 Suffolk Street
Holyoke, MA 01040
(413) 534-3376

Greater Springfield Chamber of Commerce
1500 Main Street, Suite 600
Springfield, MA 01115
(413) 734-5671

Worcester

Worcester Area Chamber of Commerce
350 Mechanics Tower
Worcester, MA 01608
(508) 753-2924

PRIVATE/OTHER ORGANIZATIONS

The following listing includes various organizations, such as international trade associations, which provide services for exporters. Such associations often provide educational programs on international trade, conduct meetings with guest speakers, work to stimulate interest in international trade, and provide networking opportunities, among other services. Organizations are listed by metropolitan area, and descriptions of services are included.

Massachusetts District Export Council
c/o U.S. Department of Commerce
International Trade Administration
World Trade Center, Suite 307
Boston, MA 02210
(617) 565-8563

The Massachusetts Export Council is one of 51 District Export Councils nationwide. These Councils operate under the guidance of the U.S. Department of Commerce. The membership of the Council, which is appointed by the Secretary of Commerce, consists of district leaders in commerce, industry, academia and local governments with close association with international trade. The basic mission of the Councils is to work with the Commerce Department's district offices to promote international trade. The Councils assist in sponsoring workshops and seminars on exporting, and help arrange export counseling for potential or beginning exporters. The Councils also serve to provide the Commerce Department with the business community's views on international trade issues.

Boston

Boston Customs Brokers & International Forwarders Association
c/o Joseph M. Leahy
International Specialists, Inc.
177 Milk Street
Boston, MA 02109
(617) 357-9383

The Association can provide referrals for international freight forwarders and custom house brokers.

Development of Entrepreneurs in Boston for Ireland
Management Center, Fulton Hall
Boston College
Chestnut Hill, MA 02167
(617) 552-3930
Fax: 552-2730

The organization arranges placement of Irish entrepreneurs with American companies for temporary employment. The objective is to increase the volume and quality of trade between the U.S. and Europe, via Ireland.

International Business Center of New England (IBC)
World Trade Center Boston, Suite 323
Boston, MA 02210
(617) 439-5280

The International Business Center of New England is dedicated to the expansion of international trade in New England. It conducts workshops and seminars on various international trade issues. The IBC also has a research library with reference material covering almost all aspects of international business.

The Small Business Foundation of America, Inc.
20 Park Plaza
Boston, MA 02116
(617) 350-5096

The Foundation is dedicated to promoting small business, and offers numerous programs. In the area of international trade, it publishes Exportise, an in-depth guide for exporters.

Smaller Business Association of New England (SBANE)
International Trade Committee
69 Hickory Drive
Waltham, MA 02154
(617) 890-9070

SBANE provides several services to small business exporters. It sponsors seminars on exporting, often in cooperation with other organizations and/or government agencies. Members of the International Trade Committee offer counseling and assistance for firms new to exporting. It provides networking opportunities with experienced exporters. SBANE also sponsors the annual World Trade Week.

Women In World Trade
10 Claflin Road
Brookline, MA 02146
(617) 566-3252

World Trade Center Boston
Commonwealth Pier
Boston, MA 02210-2004
(617) 350-6600

The Boston World Trade Center offers many services to tenants and members of the World Trade Center Association. These services include: trade information, educational programs on exporting, telex and facsimile services, translation services, trade missions, and computerized database information.

Springfield

Western Massachusetts International Trade Association
P.O. Box 124
Palmer, MA 01069
(413) 737-7000

The Association conducts regular meetings and provides networking opportunities for the purpose of promoting international trade. Members provide assistance to inexperienced exporters.

World Affairs Council of Western Massachusetts
1655 Main Street
Box 4234
Springfield, MA 01101
(413) 733-0110

The Council offers opportunities for trade mission representatives to meet with businesspeople in Western Massachusetts. It also maintains a resource library on international business.

FOREIGN CONSULATES

Generally, the consulates that are the most helpful are those with commercial liaison offices. They provide general information about doing business in their countries and offer assistance to U.S. firms seeking names of overseas sources of supply. They may also be able to provide background reports on firms located in their home countries and assistance in translation, particularly for those U.S. firms interested in purchasing products from their home country.

The level of representation is indicated in parentheses after the name of the country: (C) indicates a consulate, (CG) a consulate general, and (H) indicates honorary status. For those countries which do not maintain a consulate in Massachusetts (or which have only an honorary consul), all Washington embassies are listed under a separate heading in the next section. An embassy can direct an inquiry to the out-of-state consulate or the in-state honorary consulate with responsibility for Massachusetts.

Canada (CG)
3 Copley Place, Suite 400
Boston, MA 02116
(617) 265-3760

Cape Verde, Republic of (CG)
535 Boylston Street
Boston, MA 02116
(617) 353-0014

Colombia (C)
535 Boylston Street, 11th Floor
Boston, MA 02116
(617) 536-6222

Costa Rica (CG)
1731 Beacon Street, Apt. 617
Boston, MA 02146
(617) 232-6390

Dominican Republic (CG)
755 Boylston Street
Boston, MA 02116
(617) 267-4630

Ecuador (HCG)
60 State Street
Boston, MA 02109
(617) 227-7200

France (CG)
3 Commonwealth Avenue
Boston, MA 02116
(617) 266-1680

Germany, Federal Republic of (CG)
535 Boylston Street
Boston, MA 02116
(617) 536-4414

Greece (C)
Park Square Building
31 Saint James Avenue
Boston, MA 02116
(617) 542-3240

Honduras (C)
33 Copley Street
Boston, MA 02158
(617) 247-2007

Ireland (CG)
535 Boylston Street
Boston, MA 02116
(617) 267-9330

Israel (CG)
1020 Statler Office Building
Boston, MA 02116
(617) 542-0041

Italy (CG)
100 Boylston Street, Suite 900
Boston, MA 02116
(617) 542-0483

Japan (CG)
Federal Reserve Plaza, 14th Floor
600 Atlantic Avenue
Boston, MA 02210
(617) 973-9772

Korea, Republic of (HCG)
31 Milk Street, Room 1104
Boston, MA 02109
(617) 426-0800

Mexico (C)
One Post Office Square, Suite 1550
Boston, MA 02109
(617) 426-4942

Monaco, Principality of (HCG)
1 Federal Street
Boston, MA 02110
(617) 542-3000

Pakistan (HCG)
31 Commonwealth Avenue
Boston, MA 02116
(617) 267-5555

Panama (CG)
451 Beacon Street
Boston, MA 02401
(617) 424-1294

Portugal (CG)
899 Boylston Street
Boston, MA 02115
(617) 536-8740

Spain (CG)
545 Boylston Street, Suite 803
Boston, MA 02116
(617) 536-2506

United Kingdom of Great Britain
and Northern Ireland (CG)
Prudential Tower, Suite 4740
Prudential Center
Boston, MA 02199
(617) 437-7160

Venezuela (CG)
545 Boylston Street, 6th Floor
Boston, MA 02110
(617) 266-9355

FOREIGN EMBASSIES

The following is a complete listing of foreign embassies in Washington, DC. An embassy can provide information on trading with its home country. In cases where a country does not have a consulate located in a particular state, the country's embassy can also refer an inquiry to the out-of-state consulate or in-state honorary consulate with responsibility for the state in question.

Afghanistan, Democratic Republic of
2341 Wyoming Avenue NW
Washington, DC 20008
(202) 234-3770

Algeria, Democratic Republic of
2118 Kalorama Road NW
Washington, DC 20007
(202) 328-5300

Antigua and Barbuda
3400 International Drive NW
Washington, DC 20008
(202) 362-5122

Argentine Republic
1600 New Hampshire Avenue NW
Washington, DC 20009
(202) 939-6400

Australia
1601 Massachusetts Avenue NW
Washington, DC 20036
(202) 797-3000

Austria
2343 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4474

Bahamas, Commonwealth of the
600 New Hampshire Ave. NW, Suite 865
Washington, DC 20037
(202) 944-3390

Bahrain, The State of
3502 International Drive NW
Washington, DC 20008
(202) 342-0741

Bangladesh, People's Republic of
2201 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-8372

Barbados
2144 Wyoming Avenue NW
Washington, DC 20008
(202) 939-9200

Belgium
3330 Garfield Street NW
Washington, DC 20008
(202) 333-6900

Belize
1575 I Street NW
Washington, DC 20005
(202) 289-1416

Benin, People's Republic of
2737 Cathedral Avenue NW
Washington, DC 20008
(202) 232-6656

Bolivia
3014 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4410

Botswana, Republic of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-4990

Brazil
3006 Massachusetts Avenue NW
Washington, DC 20008
(202) 745-2700

Brunei
2600 Virginia Avenue NW
Washington, DC 20037
(202) 342-0159

Bulgaria, People's Republic of
1621 22nd Street NW
Washington, DC 20008
(202) 387-7969

Burkina-Faso (formerly Upper Volta)
2340 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-5577

Burma, Socialist Rep. of the Union of
2300 S Street NW
Washington, DC 20008
(202) 332-9044

Burundi, Republic of
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-2574

Cameroon, United Republic of
2349 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-8790

Canada
1746 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1400

Cape Verde, Republic of
3415 Massachusetts Avenue NW
Washington, DC 20007
(202) 965-6820

Central African Republic
1618 22nd Street NW
Washington, DC 20008
(202) 483-7800

Chad, Republic of
2002 R Street NW
Washington, DC 20009
(202) 462-4009

Chile
1732 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1746

China, People's Republic of
2300 Connecticut Avenue NW
Washington, DC 20008
(202) 328-2500

Colombia
2118 Leroy Place NW
Washington, DC 20008
(202) 387-8338

Congo, People's Republic of the
4891 Colorado Avenue NW
Washington, DC 20011
(202) 726-5500

Costa Rica
1825 Connecticut Avenue NW
Washington, DC 20009
(202) 234-2945

Cyprus, Republic of
2211 R Street NW
Washington, DC 20008
(202) 462-5772

Czechoslovak Socialist Republic
3900 Linnean Avenue NW
Washington, DC 20008
(202) 363-6315

Denmark
3200 Whitehaven Street NW
Washington, DC 20008
(202) 234-4300

Djibouti, Republic of
866 United Nations Plaza, Suite 4011
New York, NY 10017
(212) 234-4300

Dominica, Commonwealth of
1629 K Street NW
Washington, DC 20006
(202) 467-5933

Dominican Republic
1715 22nd Street NW
Washington, DC 20008
(202) 332-6280

Ecuador
2535 15th Street NW
Washington, DC 20009
(202) 234-7200

Egypt, Arab Republic of
2310 Decatur Place NW
Washington, DC 20008
(202) 232-5400

El Salvador
2308 California Avenue NW
Washington, DC 20008
(202) 265-3480

Equatorial Guinea
801 2nd Avenue, Suite 1043
New York, NY 10017
(212) 599-1523

Ethiopia
2134 Kalorama Road NW
Washington, DC 20008
(202) 234-2281

Fiji
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 337-8320

Finland
3216 New Mexico Avenue NW
Washington, DC 20016
(202) 363-2430

France
4101 Reservoir Road NW
Washington, DC 20007
(202) 944-6000

Gabon
2034 20th Street NW
Washington, DC 20009
(202) 797-1000

German Democratic Republic
1717 Massachusetts Avenue NW
Washington, DC 20036
(202) 232-3134

Germany, Federal Republic of
4645 Reservoir Road NW
Washington, DC 20007
(202) 298-4000

Ghana
2460 16th Street NW
Washington, DC 20009
(202) 462-0761

Greece
2221 Massachusetts Avenue NW
Washington, DC 20008
(202) 667-3168

Grenada
1701 New Hampshire Avenue NW
Washington, DC 20009
(202) 265-2561

Guatemala
2220 R Street NW
Washington, DC 20008
(202) 745-4952

Guinea, Republic of
2112 Leroy Place NW
Washington, DC 20008
(202) 483-9420

Guinea-Bissau, Republic of
211 East 43rd Street, Suite 604
New York, NY 10017
(212) 661-3977

Guyana
2490 Tracy Place NW
Washington, DC 20008
(202) 265-6900

Haiti
2311 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-4090

Holy See
3339 Massachusetts Avenue NW
Washington, DC 20008
(202) 333-7121

Honduras
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 966-7700

Hungarian People's Republic
3910 Shoemaker Street NW
Washington, DC 20008
(202) 362-6730

Iceland
2022 Connecticut Avenue NW
Washington, DC 20008
(202) 265-6653

India
2107 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-7000

Indonesia, Republic of
2020 Massachusetts Avenue NW
Washington, DC 20036
(202) 775-5200

Iraq
1801 P Street NW
Washington, DC 20036
(202) 483-7500

Ireland
2234 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-3939

Israel
3514 International Drive NW
Washington, DC 20008
(202) 364-5500

Italy
1601 Fuller Street NW
Washington, DC 20009
(202) 328-5500

Ivory Coast, Republic of
2424 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-2400

Jamaica
1850 K Street NW
Washington, DC 20006
(202) 452-0660

Japan
2520 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-2266

Jordan, Hashemite Kingdom of
3504 International Drive NW
Washington, DC 20008
(202) 966-2664

Kenya
2249 R Street NW
Washington, DC 20008
(202) 387-6101

Korea, Republic of
2320 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-5600

Kuwait, State of
2940 Tilden Street NW
Washington, DC 20008
(202) 966-0702

Lao People's Democratic Republic
2222 S Street NW
Washington, DC 20008
(202) 332-6416

Lebanon
2560 28th Street NW
Washington, DC 20008
(202) 939-6300

Lesotho, Kingdom of
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 462-4190

Liberia, Republic of
5201 16th Street NW
Washington, DC 20011
(202) 723-0437

Luxembourg
2200 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-4171

Madagascar, Democratic Republic of
2374 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-5525

Malawi
1400 20th Street NW
Washington, DC 20008
(202) 223-4814

Malaysia
2401 Massachusetts Avenue NW
Washington, DC 20008
(202) 328-2700

Mali, Republic of
2130 R Street NW
Washington, DC 20008
(202) 332-2249

Malta
2017 Connecticut Avenue NW
Washington, DC 20008
(202) 462-3611

Mauritania, Islamic Republic of
2129 Leroy Place NW
Washington, DC 20008
(202) 232-5700

Mauritius
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-1491

Mexico
2829 16th Street NW
Washington, DC 20009
(202) 234-6000

Morocco
1601 21st Street NW
Washington, DC 20009
(202) 462-7979

Mozambique, People's Republic of
1990 M Street NW
Washington, DC 20037
(202) 293-7146

Nepal
2131 Leroy Place NW
Washington, DC 20008
(202) 667-4550

Netherlands, The
4200 Linnean Avenue NW
Washington, DC 20008
(202) 244-5304

New Zealand
37 Observatory Circle NW
Washington, DC 20008
(202) 387-4371

Nicaragua
1627 New Hampshire Avenue NW
Washington, DC 20009
(202) 332-1643

Niger, Republic of
2204 R Street NW
Washington, DC 20008
(202) 483-4224

Nigeria
2201 M Street NW
Washington, DC 20037
(202) 822-1500

Norway
2720 34th Street NW
Washington, DC 20008
(202) 333-6000

Oman, Sultanate of
2342 Massachusetts Avenue NW
Washington, DC 20008
(202) 387-1980

Pakistan
2315 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-6200

Panama
2862 McGill Terrace NW
Washington, DC 20008
(202) 483-1407

Papua New Guinea
1330 Connecticut Avenue NW
Washington, DC 20036
(202) 659-0856

Paraguay
2400 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-6960

Peru
1700 Massachusetts Avenue NW
Washington, DC 20036
(202) 833-9860

Philippines
1617 Massachusetts Avenue NW
Washington, DC 20036
(202) 483-1414

Polish People's Republic
2640 16th Street NW
Washington, DC 20009
(202) 234-3800

Portugal
2125 Kalorama Road NW
Washington, DC 20008
(202) 328-8610

Qatar, State of
600 New Hampshire Ave. NW, Suite 1180
Washington, DC 20037
(202) 388-0111

Romania, Socialist Republic of
1607 23rd Street NW
Washington, DC 20008
(202) 232-4747

Rwanda, Republic of
1714 New Hampshire Avenue NW
Washington, DC 20009
(202) 232-2882

Saint Christopher and Nevis
2501 M Street NW
Washington, DC 20037
(202) 833-3550

Saint Lucia
2100 M Street NW
Washington, DC 20037
(202) 463-7378

Saudi Arabia
601 New Hampshire Avenue NW
Washington, DC 20037
(202) 342-3800

Senegal, Republic of
2112 Wyoming Avenue NW
Washington, DC 20008
(202) 234-0540

Seychelles, Republic of
820 2nd Avenue, Suite 203
New York, NY 10017
(212) 687-9766

Sierra Leone
1701 19th Street NW
Washington, DC 20009
(202) 939-9261

Singapore, Republic of
1824 R Street NW
Washington, DC 20009
(202) 667-7555

Somali Democratic Republic
600 New Hampshire Ave. NW, Suite 710
Washington, DC 20037
(202) 342-1575

South Africa
3051 Massachusetts Avenue NW
Washington, DC 20008
(202) 232-4400

Spain
2700 15th Street NW
Washington, DC 20009
(202) 265-0190

Sri Lanka, Dem. Socialist Rep. of
2148 Wyoming Avenue NW
Washington, DC 20008
(202) 483-4025

Sudan, Republic of the
2210 Massachusetts Avenue NW
Washington, DC 20008
(202) 338-8565

Suriname, Republic of
2600 Virginia Avenue NW
Washington, DC 20037
(202) 338-6980

Swaziland, Kingdom of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 362-6683

Sweden
600 New Hampshire Ave., Suite 1200
Washington, DC 20037
(202) 944-5600

Switzerland
2900 Cathedral Avenue NW
Washington, DC 20008
(202) 745-7900

Syrian Arab Republic
2215 Wyoming Avenue NW
Washington, DC 20008
(202) 232-6313

Tanzania, United Republic of
2139 R Street NW
Washington, DC 20008
(202) 939-6125

Thailand
2300 Kalorama Road NW
Washington, DC 20008
(202) 483-7200

Togo, Republic of
2208 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-4212

Trinidad and Tobago
1708 Massachusetts Avenue NW
Washington, DC 20036
(202) 467-6490

Tunisia
1515 Massachusetts Avenue NW
Washington, DC 20005
(202) 862-1850

Turkey, Republic of
1606 23rd Street NW
Washington, DC 20008
(202) 387-3200

Uganda, Republic of
1606 23rd Street NW
Washington, DC 20011
(202) 726-7100

Union of Soviet Socialist Republics
1125 16th Street NW
Washington, DC 20036
(202) 628-7551

United Arab Emirates
600 New Hampshire Ave. NW, Suite 740
Washington, DC 20037
(202) 338-6500

United Kingdom of Great Britain
and Northern Ireland
3100 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-1340

Uruguay
1918 F Street NW
Washington, DC 20006
(202) 331-1313

Venezuela
2445 Massachusetts Avenue NW
Washington, DC 20008
(202) 797-3800

Western Samoa, Independent State of
820 2nd Avenue
New York, NY 10017
(212) 599-6196

Yemen Arab Republic
600 New Hampshire Ave., Suite 800
Washington, DC 20037
(202) 965-4760

Yugoslavia, Socialist Fed. Rep. of
2410 California Street NW
Washington, DC 20008
(202) 462-6566

Zaire, Republic of
1800 New Hampshire Avenue NW
Washington, DC 20009
(202) 234-7960

Zambia, Republic of
2419 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-9717

Zimbabwe
2852 McGill Terrace NW
Washington, DC 20008
(202) 332-7100

BANKS WITH INTERNATIONAL DEPARTMENTS

Banks with international departments provide a variety of services. These may include: credit information on foreign firms and overseas agents, arranging letters of credit, collection of foreign invoices, drafts and letters of credit, transfer of funds to other countries, currency exchange, and export financing, as well as information and advice on exporting, such as export regulations and potential foreign markets and representatives.

Bank of Boston
100 Federal Street
Boston, MA 02110
(617) 292-8115

Bank of New England
28 State Street
Boston, MA 02109
(617) 973-1619

BayBank International
175 Federal Street
Boston, MA 02110
(617) 482-1040

Shawmut Bank of Boston
One Federal Street
P.O. Box 2176
Boston, MA 02211
(617) 292-3459

State Street Bank and Trust
225 Franklin Street
Boston, MA 02110
(617) 654-3138

United States Trust Company
40 Court Street
Boston, MA 02108
(617) 726-7248

EXPORT MANAGEMENT COMPANIES/ EXPORT TRADING COMPANIES

An export management company (EMC) serves as an export sales intermediary and representative for one or more manufacturers. An EMC usually assumes responsibility for locating foreign buyers, promoting the product and making export sales, documentation, and shipping the product overseas. Some EMCs may also arrange export financing. EMCs often specialize by product line, foreign market, or both. Where available, this information is provided below.

An export trading company (ETC) offers services similar to an EMC. ETCs often purchase a product outright, taking title and then reselling the product overseas.

Firms are listed by metropolitan area.

Attleboro

Antex, Inc.
93 Commonwealth Avenue
Attleboro, MA 02763
(508) 699-6911

Semiconductors & electronic materials.

Malco, Inc.
23 Frank Mossberg Drive
Attleboro, MA 02703
(508) 222-2657
Telex: 92-7699
Cable: VINYLS

Vinyl coated fabrics.

Teknis, Inc.
P.O. Box 1867
Plainville, MA 02762
(508) 695-3591
Telex: 92-7777

Electronic equipment & components, optics, transistor parts, nuclear testing equipment, electronic industry production & test equipment.
Areas: Europe, South Africa, South America, Australia, Far East

Boston

Accutech International Trading Co.
446 Charles Street
Malden, MA 02114
(617) 321-9669

Advanced American Electronics 53 State Street, 37th Floor Boston, MA 02109 (617) 227-4506	Telecommunications products, computer software, security & medical electronic systems & equipment. Area: Middle East
Amar International Co. 105 Chestnut Street Needham Heights, MA 02130 (617) 444-5410	
American Supply Corp. Export 167 Worcester Road P.O. Box 314 Wellesley Hills, MA 02181 (617) 237-7318 Telex: 95-1024	Textile plastics for shoes & leather goods, shoe manufacturing supplies.
American Technology Exports P.O. Box 5625 Marlboro, MA 01752 (508) 481-45470	Medical & dental equipment. Area: Latin America
American Trading Group, Inc. 267 Summer Street Boston, MA 02210 (617) 542-0101 Telex: 94-0225 Cable: AMERICA	Luggage, hand bags, and furniture.
Anderson Associates 34 Wildwood Road Billerica, MA 01821 (508) 663-8499	Computers & semiconductors.
Applied Medical Systems, Inc. 53 State Road Boston, MA 02109 (617) 227-0807	
Applied Research & Technology 270 Littleton Road Westwood, MA 02090 (617) 692-6761	
Asia Marketing Associates 148 Linden Street, Suite 208 Wellesley, MA 02780 (617) 239-0404	
Astro International 1408 Centre Street Rosindale, MA 02159 (617) 323-6993	

Atlantic International Corp.
420 Union Avenue
Framingham, MA 01701
(508) 875-6286
Telex: 94-8321
Cable: ATINCO

Water heater parts & accessories, building materials, hardware, security devices, solar energy systems, ID card systems, office equipment, kitchenware, tires.
Areas: Middle East, Latin America, Africa

Aurora International
19 Brook Road
Needham Heights, MA 02194
(617) 449-4077
Telex: 92-2558

Artificial leather, upholstery fabrics.
Areas: Latin America, Far East, Middle East, Africa

BBH International Inc.
336 Baker Avenue
Concord, MA 01742
(508) 369-5672

Bariston, Inc.
223 Derby Street
Salem, MA 01970
(508) 744-7723

Recreational equipment, home furnishings, high technology products.
Areas: Europe, Middle East, Far East, Far East, Australia, New Zealand

Bare-Cove Trading Co., Inc.
60 South Street
Hingham, MA 02043
(617) 749-5983

Abrasives, pre-fab buildings, refrigerated buildings, allied cork, coin operated video games.

Boaleeco, Inc.
Two Wheeling Avenue
Woburn, MA 01888
(617) 938-1555

Educational & technical products.

Bostech International
399 Neponset Street
Canton, MA 02021
(617) 828-7070

Boston Consolidation Group
P.O. Box 404
South Boston, MA 02127
(617) 451-3400

Boston Electronics Corp.
72 Kent Street
Brookline, MA 02146
(617) 566-3821

Materials, supplies, components, production & test equipment for optics & semiconductor industries.
Areas: Europe, Far East, Latin America, Asia

Boston Exporters Co.
36 Cotuit Street
West Roxbury, MA 02119
(617) 327-3186

Cambridge International Trading Corp.
World Trade Center, Suite 214
Boston, MA 02210
(617) 439-5200
Telex: 70-4496 TRADE DVLPT UD

Computers & peripherals, telecommunications.

Chemicals Export Co.
262 Washington Street
Boston, MA 02108
(617) 742-1661
Telex: 94-0443
Cable: CHEMCO

Industrial chemicals, textile chemicals, laboratory chemicals, chromatograph absorbents, laminating adhesives & coatings.
Areas: Europe, Latin America, Far East, Southeast Asia, Africa

Continental Export Co.
37 Medford Street
P.O. Box 527
Somerville, MA 02143
(617) 864-0161
Telex: 92-1477 CONTRACT CAM
Cable: CONTRACT

Food, commissary goods, general merchandise.

Contrap
2 Lillian Road
Salem, MA 01970
(508) 745-7766
Telex: 95-1138 SAME
Cable: CONTRAP BOSTON

Lumber, medical products, paper products.
Areas: Europe, Middle East

Control Data Business Center
204 Second Avenue
Waltham, MA 02154
(617) 890-4800

All types of products.

The Curry Co.
P.O. Box 179
Chelmsford, MA 01824
(508) 256-5403
Telex: 95-5329 USA
Cable: CURRYCO CHELMSFORD

Consumer goods, foods, seafood, clothing, lumber & furniture, novelty items.

Dexim, Inc.
P.O. Box 235
Concord, MA 01742
(508) 369-1676
Telex: 92-3435
Cable: DEXIM

Toys, hobby supplies, stationery, furniture.

Divecchio Associates
86 Pleasant Street
Marlboro, MA 01752
(508) 481-9574

Eastern International Marketing
248 Elm Street
Somerville, MA 02144
(617) 666-1580

Electronics International Inc.
One Dock Square
P.O. Box 97
Rockport, MA 01966
(508) 546-7773

Electronic components including computers & peripherals, semiconductors, test equipment.

Eximteq Ltd.
195 Whiting Street
Hingham, MA 02043
(617) 749-1866

Export FSC International Ltd.
9 Queen Anne Lane
Hingham, MA 02043
(617) 749-8414

Export Management Corp.
98 Bogie Street
Weston, MA 02913
(617) 235-8788

Extech International Corp.
150 Bearhill Road
Waltham, MA 02154
(617) 890-7440
Telex: 94-0913
Cable: EXTECH

Instrumentation for process industries & laboratories.
Area: Southeast Asia, China

Forte Dupee Sawyer Co.
311 Summer Street
Boston, MA 02210
(617) 482-8434

Wool & mohair.

Gans Tire Co., Inc.
730 Eastern Avenue
Malden, MA 02148
(617) 321-3910

Tires.

Global Key Corp.
11 Beacon Street
Boston, MA 02108
(617) 367-0028

Haga Trading Corp.
148 State Street
Boston, MA 02109
(617) 523-0323

Harvard Group of Companies
Old Mill Road
Harvard, MA 01451
(508) 772-0336
Telex: 92-8446

Microcomputers & peripherals, software.

Import Export Equipment Services, Inc.
200 Boylston Street
Chestnut Hill, MA 02167
(617) 244-1945
Telex: 92-2539
Cable: IMEXPO

Industrial laundry equipment, hotel and hospital equipment, computers & calculators, industrial machinery, scientific testing equipment, vocational training equipment.

International Advisory Service
1085 Summer Street
P.O. Box 992
Lynnfield, MA 01940
(617) 599-3500
Telex: 94-9445

Shoe machinery, supplies for shoe & leather industry.

International Educational Representatives
P.O. Box 1118
Concord, MA 01742
(508) 369-1905

Educational books, equipment & materials.

International Trade Commission, Inc.
64 Sigourney Street
Jamaica Plain, MA 02130
(617) 522-3030
Cable: INTTRACOMM

Industrial, commercial & capital goods, agri-business construction equipment.
Areas: Latin America, Middle East, Africa

Jackson International, Inc.
P.O. Box 518
Boston, MA 02102
(617) 451-6564

Area: Caribbean

Janco International Inc.
36 Granite Street
Haverhill, MA 01830
(508) 372-1181

Kajan International Sales, Inc.
16 Wingate Street
P.O. Box 1360
Haverhill, MA 01830
(508) 374-0199
Telex: 94-7147
Cable: KISSHAVR

Plastics, automotive carpet, adhesives, artificial leather, & wall coverings, textiles.

Landrigan Corp.
2-12 Jeffries Street
P.O. Box 444
East Boston, MA 02128
(617) 567-2182

Marine safety equipment, military specialty safety equipment.

Links International, Inc.
44 Wheeler Street
Cambridge, MA 02138
(617) 491-5487

M & N International
812 Memorial Drive
Cambridge, MA 02139
(617) 492-5303

Maridyne International Corp.
17 Erie Drive
Natick, MA 01760
(508) 655-6402
Telex: 94-8460

Health care & food service equipment, furniture, clinical & laboratory equipment, specialized equipment.
Areas: Middle East, Southeast Asia

Marubeni International Electronics Corp.
20 Williams Street
Wellesley, MA 02181
(617) 237-2115

Semiconductors, electronic-mechanical components, instrumentation, electrical machinery, wire.
Area: Japan

Massachusetts Semiconductor Supply, Inc.
Lakeside Office Park, Door 4
Wakefield, MA 01880
(617) 246-2437
TWX: 710-348-0666

Semiconductors & related parts & accessories, electronic-mechanical components, instrumentation test & measuring instruments, data processing.

Walter M. McKim & Son, Inc.
225 Riverview Avenue
Waltham, MA 02142
(617) 647-5560
Telex: 20-0182
Cable: MCKIM BOSTON

Hand tools, small power tools, servicing equipment, industrial supplies.

Microscience, Inc.
110A Jerusalem Road
Cohasset, MA 02025
(508) 383-1622

Scientific instruments, electronics, analytical instruments.

Middle East Trading Co.
One Dock Square
P.O. Box 97
Rockport, MA 01966
(508) 546-7773
Telex: 94-0672 EL TRONICS RKOT

Construction equipment & heavy machinery.

Misma Co., Inc.
140 Tremont Street
P.O. Box 315
Everett, MA 02149
(617) 389-4653
Telex: 94-9403 GLOBAL EVRT

Artificial leathers, vinyls, plastics, linings & soling materials for shoe industry, textiles, synthetic materials, institutional used clothing.
Areas: Africa, Middle East, Caribbean

NEC America Inc.
21 Olympia Avenue
Woburn, MA 01801
(617) 933-2785

Nedschroet Corp.
17 Cummings Park
Woburn, MA 01801
(617) 935-8230

New England Food International
Batterymarch Place
Quincy, MA 02169
(617) 328-9619

North American Trading Corp.
88 Broad Street
Boston, MA 02110
(617) 388-0038

Forestry products.
Area: Far East

Nova and Co.
64 Main Street
Gloucester, MA 01930
(508) 281-1222

Food processing equipment, electronic equipment, medical equipment.
Areas: Europe, Latin America

Orientation, Inc.
P.O. Box 2305
Littleton, MA 01460
(508) 263-7863

Computer hardware, software.
Area: Japan.

Orbitrex, Inc.
P.O. Box 1188
Boston, MA 02109
(617) 367-8703
Telex: 95-1113 RENESCO BSN

Lumber & related products, housewares, medical electronic equipment.

Ortho USA, Inc.
33 Commercial Wharf
Boston, MA 02110
(617) 723-6317

PHB International, Inc.
30 Bridge Street
Watertown, MA 02172
(617) 923-0611

Leather and shoe materials.
Areas: Europe, Middle East, Latin America

Pacitech Enterprise
75 Union Avenue
Sudbury, MA 01776
(508) 443-0391

Parker International
198 Pond Street
Franklin, MA 02038
(508) 528-3200
Telex: 92-4473 PARKER FRMS
Cable: PARKER

X-ray baggage inspection systems, medical equipment & supplies, security systems, weather monitoring equipment, communication equipment, ambulances, fire trucks, tank trucks.
Areas: Far East, Africa, Middle East, Pacific, Latin America.

Pastore Industries
P.O. Box 94
Winthrop, MA 02152
(617) 846-7572
Telex: 94-0260

Food products.

Poellmitz Assoc.
15 Depot Street
P.O. Box 2055
Duxbury, MA 02331
(617) 934-0131

Aviation ground support equipment, medical & surgical instruments & equipment, laboratory instruments.
Areas: Europe, Africa, Southeast Asia

Polygon Industries
110 W. Squantum Street
Quincy, MA 02171
(617) 770-3907

Positron
30 Main Street
Ashland, MA 01721
(508) 881-2312

Computers & peripherals.
Areas: Europe, Far EAst

The Quinby Co.
110 Pond Road
Wellesley, MA 02181
(617) 237-7171
Telex: 92-2543 AMAR WEL

Seafood, lumber, wood stoves.

RH Associates, Inc.
325 Boston Post Road
P.O. Box 412
Wayland, MA 01778
(508) 358-4701
Telex: 94-8345 WAIN

Computer equipment & peripherals.

The Ralph May Organization
17 Walden Street
Winthrop, MA 02152
(617) 846-9610
Telex: 94-0132 RALPHMAY BSN

Leather, synthetic leather & other materials for shoe garment, leather goods and upholstered furniture trade.

Ramil & Co., Inc. 186 Lincoln Street Boston, MA 02111 (617) 542-2605 Telex: 94-0669	Machinery, chemicals, leather, hardware, threads & shoe findings for shoe & leather manufacturing.
Charles H. Reed Export, Inc. 734 Main Street Norwell, MA 02061 (617) 659-1555 Telex: 94-0827 Cable: CHAREED (BOSTON)	Gymnasium equipment and building products, electronic industry production & test equipment, electronic components, food processing machinery & equipment, shelving, paper & paper products.
Renesco International, Inc. 60 State Street Boston, MA 02109 (617) 367-8703	Lumber & forest-related products, medical equipment, electronics, housewares.
SSC Instrumentation, Inc. 23 Bradford Street West Concord, MA 01742 (508) 371-2800 Telex: 67-11013	Medical diagnostic instruments, health care products & equipment.
Sarpa Trading Co. 327 A Street Boston, MA 02210 (617) 426-8446	
Scientific & Medical Equipment Inc. 945 Concord Street Framingham, MA 01701 (508) 655-4604	
Seamark Corp. 64 Long Wharf Boston, MA 02110 (617) 367-6400	Frozen seafoods.
Semtex International 120 Cummings Park Woburn, MA 01801 (617) 935-2150 TWX: 510-225-7509 Cable: INTEXCOM FREEPORT NY	Electronic equipment, electronic components, computer products.
Services International Ltd., Inc. Cape Ann Industrial Park Gloucester, MA 01930 (508) 281-1163 Telex: 94-0464	Marine and boat accessory products, automotive products, cutting & power tools, hardware products.

I. Solomon Metal Co., Inc. 580 Lynnway Lynn, MA 01905 (617) 581-7000	Scrap metal.
Staats International, Inc. 286 Congress Street Boston, MA 02210 (617) 542-5181 Telex: 95-1478 STAATS II BSN	Contract furnishings.
Stat International Inc. 28 Osgood Street Methuen, MA 01844 (508) 687-3080 TWX: 710-342-0154 STAT INC METH	
State Street Trade Development Co. 124 Mount Auburn Street Cambridge, MA 02138 (617) 492-8000	High tech products, rubber, shoes.
Surel International Inc. 535 Worcester Road Framingham, MA 01701 (508) 872-6808	Electronics & related products, electrical equipment.
Techexport, Inc. 244 Second Avenue Waltham, MA 02154 (617) 890-6507 Telex: 92-1416	Computer systems, minicomputers & peripherals. Areas: Europe, Israel
The Technology Shop, Inc. 104 Maynard Farm Road Sudbury, MA 01776 (508) 443-9198	High technology products in the fields of optics, thin films, vacuum technology, small computers & peripherals, fiber optics.
United International, Inc. 11 Lawrence Street P.O. Box 432 Lawrence, MA 01842 (508) 683-7728	Communication equipment, computers & peripherals, industrial machinery & equipment, medical instruments & equipment, laboratory instruments, industrial machinery & equipment, electronic components.
Universal Trade Development 279 B Centre Street Holbrook, MA 02343 (617) 767-1004	Infant toys and accessories, various industrial items, miscellaneous consumer goods.
Watson Export Corp. 146 Moore Road East Weymouth, MA 02189 (617) 331-7660	Finished leathers.

Wintex (Jaytex Fabrics)
115 Second Avenue
Waltham, MA 02154
(617) 890-3900

Fabrics, rubber & plastics, vinyls.
Areas: Far East, Latin America, Africa

Wood Kelly Co.
101 Blanchard Road
Cambridge, MA 02138
(617) 547-3511
Telex: 68-17243
Cable: WOODKELLY

Construction equipment, food, perfumes, clothes, consumer goods.

Wonoco Export
52 Chauncy Street
Boston, MA 02111
(617) 482-9363

Jewelry.

Zed Company of America
4 Woodside Park
P.O. Box 277
Winthrop, MA 02152
(617) 846-7250

Industrial production tools, equipment & machinery, quality control products, electronic circuit boards.

Cape Cod

Arjay Export Company, Inc.
300 Barnstable Road
Hyannis, MA 02601
(508) 771-6088
Telex: 94-0532 ARJAY HYIS

Coin operated amusement devices, gambling equipment.
Areas: Caribbean, Canada

Gallagher & Forsythe, Ltd.
P.O. Box 161
Cummaquid, MA 02637
(508) 362-9925

Small appliances, hair dryers, leather goods, handbags, fragrances, miscellaneous consumer goods.
Areas: Europe, Far East

Windhammer Trading Co.
150 Redbrook Harbor Road
Cataument, MA 02534
(508) 563-6607

Food products.

Fitchburg

Chemarketing International Corp.
99 Development Road
Fitchburg, MA 01420
(508) 345-9999

Industrial organic & inorganic chemicals.

Springfield

B and G Associates
300 High Street
Holyoke, MA 01040
(413) 536-4565

Paper products, office supplies.
Areas: Caribbean, Haiti, Bermuda, Guam

Global Group
20 Maple Street
Springfield, MA 01103
(413) 739-6510

Medical equipment & supplies.

International Trade Services, Inc.
P.O. Box 66
Springfield, MA 01151
(413) 737-4391
Telex: 95-5437 INTER BAB SPM

Metalworking equipment, tools & supplies.

Kloster Global Ltd.
357 Cottage Street
Springfield, MA 01103
(413) 732-2728
Telex; 95-5421 KGL USA

Automotive machine shop equipment & supplies, machine tools.

Lenbar Corp.
72 Brookside Drive
Longmeadow, MA 01106
(413) 567-0343

Mesco Corp.
Manufacturer's Export Service Co., Inc.
99A Mill Street
Springfield, MA 01108
(413) 734-8508
Telex: 95-5329

Textiles, automotive accessories, pleasure boats, chemicals, foodstuffs.

Shields and Smith Trading Co.
58 Progress Avenue
West Springfield, MA 01104
(413) 739-2499

Tarbell International
140 Industrial Drive
P.O. Box 446
East Longmeadow, MA C1028
(413) 525-4166
TWX: 710-369-0433

Technical & industrial products.

Tri B Corp.
72 Brookside Drive
Longmeadow, MA 01106
(413) 567-1545

Worcester

Central Massachusetts Trading Co.
22 Elm Street
West Boylston, MA 01505
(508) 835-2655

Camex Export Management Co.
P.O. Box 1210
Worcester, MA 01613
(508) 835-6472

Industrial machinery, capital machinery, tools, hardware, industrial products, sporting goods, general consumer goods.
Areas: Europe, Latin America, Far East, Southeast Asia, Middle East

Choice Trading & Technology Co.
13 Kristyn Drive
Northboro, MA 01532
(508) 393-3000

Nuclear power plant machinery.

Deer Polymer Corp.
17 Industrial Drive
Holden, MA 01520
(508) 829-6059

Synthetic resins.

Export-Import International
80 Webster Street
Worcester, MA 01603
(508) 754-8807

Ivy Microcomputer
15 Ararat Street
Worcester, MA 01606
(508) 853-6914

Computers & peripherals.
Areas: Europe, Australia, Canada, Southeast Asia, South Africa

Massachusetts Export Corp.
4 Quinsigamond Avenue
Worcester, MA 01608
(508) 752-5496

Used clothing.
Areas: Middle East, Pakistan, Bangladesh

Solar Marketing Associates
60 Franklin Street
Worcester, MA 01608
(508) 755-5543

Talbert Trading Corp.
300 Southbridge Street
Worcester, MA 01608
(508) 752-2111
Telex: 92-8447

Woolrags.

INTERNATIONAL TRADE CONSULTANTS

International trade consultants provide numerous services to assist a manufacturer with exporting. Trade consultants can provide information on domestic and foreign trade regulations, and can assess overseas commercial and political risk. They may also provide information on foreign markets, conduct feasibility studies, help establish overseas contacts, and assist in product promotion. Large law firms and specialized marketing firms may also provide international trade consulting services.

Trade consultants often specialize by product category and/or geographical area. Where available, this information is provided below. Firms are listed by metropolitan area.

Boston

Advanced American Electronics
53 State Street, 37th Floor
Boston, MA 02109
(617) 227-4506

High technology products.
Area: Middle East

Advent International Corp.
101 Federal Street
Boston, MA 02110
(617) 951-9400
Fax: 617-951-0566

International marketing, venture apital, mergers & acquisitions.
Areas: Europe, Australia, Japan, Pacific Rim, Southeast Asia

Air Express International
Logan International Airport
East Boston, MA 02128
(617) 569-6300

International transportation consulting.

Arthur Andersen & Co.
100 Federal Street
Boston, MA 02110
(617) 423-1400

International accounting & taxation.

Anderson Associates
34 Wildwood Road
Billerica, MA 01821
(508) 663-8499

Computers & semiconductors.

Braxton International
1 State Street
Boston, MA 02109
(617) 367-7035

Electronics, chemicals.
Areas: Europe, Japan

Daratech International
16 Myrtle Street
Cambridge, MA 02238
(617) 354-2339

Computers.
Areas: Europe, Australia

Ernst & Whinney
53 State Street
Boston, MA 02109
(617) 742-8600
Branch Office:
200 Clarendon Street
Boston, MA 02116
(617) 266-2000

International accounting.

Export FSC International, Ltd.
Eighth Street, Suite 1401
Charlestown, MA 02129
(617) 749-8414

Forum International Consulting Group
53 State Street
Boston, MA 02109
(617) 523-7300

Area: Israel

Global Trade Associates, Inc.
World Trade Center Boston, Suite 301
Boston, MA 02210
(617) 439-5484

Alexander Grant & Co.
53 State Street, 10th Floor
Boston, MA 02109
(617) 723-7900

Hagan and Co.
283 Franklin Street, Suite 200
Boston, MA 02110
(617) 542-5945

Info-mation
P.O. Box 387
Brighton, MA 02135
(617) 254-6072

Specializes in locating overseas trading partners.

Information Gatekeepers, Inc.
138 Brighton Avenue
Boston, MA 02134
(617) 787-1776

Fiber optics, sensor technology, telecommunications.
Areas: Japan, Europe

International Change, Inc.
68 Seaver Street
Boston, MA 02121
(617) 442-3116

Fishery development, marketing & housing for low & medium income persons.

International Concepts, Inc.
289 Great Road
Acton, MA 01720
(508) 263-0711

International Marketing Institute
29 Garden Street
Cambridge, MA 02138
(617) 547-9873

Management seminars & workshops.

Intral Corp.
World Trade Center, Suite 316
Boston, MA 02210
(617) 439-5880
Telex: 94-0575
Fax: 617-439-5850

Management of international logistics.

Italco International Corp.
Little Harbor
Marblehead, MA 01945
(617) 639-0124

Jackson International, Inc.
P.O. Box 518
Boston, MA 02102
(617) 451-6564

Area: Caribbean

Marketscan Europe
17 Arlington Street
Boston, MA 02116
(617) 424-9291
Fax: 617-424-8983

Area: Europe

McDermott, Will & Emery
One Post Office Square
Boston, MA 02109
(617) 357-0200

Nicholas & Associates
79 Milk Street
Boston, MA 02109
(617) 451-3353

Northbridge Group
173 Stoneroot Lane
Concord, MA 01742
(508) 369-5707

Orientation, Inc.
P.O. Box 2305
Littleton, MA 01460
(508) 263-7863

Computer hardware, software.
Area: Japan

Pan Pacific Associates
World Trade Center Boston, Suite 400
Boston, MA 02210
(617) 439-5392
Fax: 617-696-1082

Area: Northeast Asia (Japan, China, Korea, Taiwan)

Peat Marwick Mitchell & Co. 1 Boston Place Boston, MA 02108 (617) 723-7700 Branch Office: 77 S. Bedford Street Burlington, MA 01803 (617) 273-0012	International accounting & taxation.
Poellmitz Assoc. 15 Depot Street P.O. Box 2055 Duxbury, MA 02331 (617) 934-0131	Aviation ground support equipment, medical & surgical instruments & equipment, laboratory instruments.
Unrah Rice Co. 129 South Street Boston, MA 02111 (617) 482-7303	International transportation consulting.
Scarab Corporation 64 Main Street Gloucester, MA 01930 (508) 281-1222	
The Schepper Guscott Group 73 Princeton Street North Chelmsford, MA 01863 (508) 251-1100	High technology products.
Sibille Stenay Inc. 1 Newbury Avenue West Peabody, MA 01960 (508) 535-2506	
State Street Trade Development Co. 124 Mount Auburn Street Cambridge, MA 02138 (617) 492-8000	High tech products, rubber, shoes.
TSP International, Inc. 345 Boston Post Road Sudbury, MA 01776 (508) 443-2080	
TÜV America Inc. P.O. Box 666 Manchester, MA 01944-2666 (508) 526-1628 Fax: 508-526-4975	Product testing & certification for exports to West Germany (in some cases for the United Kingdom and the European Community).

TVM Techno Venture Management
45 Milk Street
Boston, MA 02109
(617) 574-6706
Telex: 20-0114
Fax: 617-574-6782

International venture capital.

Techexport, Inc.
139 First Street
Cambridge, MA 02141
(617) 691-9424

Computer systems, minicomputers, peripherals.

Technical Marketing Associates, Inc.
124 Boston Post Road
Sudbury, MA 01776
(508) 443-4676

Computers & peripherals, tools pumps, consumer goods.
Areas: Europe, Japan, Latin America

Technology Transfer International, Inc.
228 Lingley Road
Newton, MA 02159
(617) 527-8427

Areas: Latin America, Southeast Asia, Far East, Africa

Temple, Barker & Sloane, Inc.
33 Hayden Avenue
Lexington, MA 02173
(508) 861-7580

Consulting on data processing, maritime affairs, transportation.

Think International, Inc.
159 Glen Road
P.O. Box 159
Wellesley Hills, MA 02181
(617) 235-6391

All types of products.
Area: Scandinavia

Trade and Development International Corp.
16 Eaton Square
Needham, MA 02192
(617) 444-4326

Areas: Latin America, Asia, Africa

Tradelink
10 Kearney Road
Needham, MA 02194
(617) 449-1377

Universal Trade Consultants
27D B Centre Street
Holbrook, MA 02433
(617) 767-1004

International transportation consultants.

WPI, Inc.
P.O. Box 2077
Cambridge, MA 02238
(617) 864-2042

Management training, product adaptation & quality control for overseas markets.

Kelly Wood Corp.
16A Forest Street, Suite 23
Cambridge, MA 02140
(617) 547-4534

Construction equipment, architectural services, consumer goods.
Area: Middle East

World Food Tech Service
153 Cherry Street
Malden, MA 02148
(617) 321-3750

World Trade Group
100 Federal Street
P.O. Box 1812
Boston, MA 02110
(617) 434-5172

High-tech, high growth sectors.
Areas: Europe, Asia, Latin America

Arthur Young & Co.
One Boston Place
Boston, MA 02102
(617) 725-1100

International accounting, taxation & business management.

Great Barrington

Barrington Associates
P.O. Box 396
Great Barrington, MA 01230
(413) 528-4677

Newbury

Coastal Technology, Inc.
210 Middle Road
Newbury, MA 01922
(508) 462-2436

Technology transfer.

Springfield

Convertapax News
16 Ravine Circle
Westfield, MA 01085
(413) 562-4072

Coopers & Lybrand
1500 Main Street
Springfield, MA 01103
(413) 781-7200

International accounting.

Export Trade & Consultants, Inc.
2460 Boston Road
Wilbraham, MA 01095
(413) 596-8151

Peat Marwick Main & Co.
1500 Main Street
Springfield, MA 01103
(413) 781-3800

International accounting.

Tri-B Corp.
72 Brookside Drive
Longmeadow, MA 01106
(413) 567-1545

Worcester

Choice Trading & Technology Co.
13 Kristyn Drive
Northboro, MA 01532
(508) 393-3000

LEGAL CONSULTANTS -- LAW FIRMS WITH INTERNATIONAL DEPARTMENTS

Services offered by law firms with international departments include: advice on international law, licensing, technology transfer, intellectual property rights, legal aspects on foreign agents and distributors, import and export regulations, assistance with financial transactions, and assistance with joint ventures and foreign investment, as well as general consulting on overseas business transactions and operations.

Boston

Aresty, Levin, Orenstein, & Wernick
Boston World Trade Center, Suite 104
Boston, MA 02210
(617) 227-0810
Telex: 20-4711 USLAW UR
Fax: 617-439-5520

Gaston & Snow
One Federal Street
Boston, MA 02110
(617) 426-4600

International Law Collaborative
6 Story Street
Cambridge, MA 02138
(617) 868-2285

Lecomte, Barber, Emanuelson, Tick & Doyle
1 Boston Place
Boston, MA 02108
(617) 723-3100

Mandel, Grunfeld & Wright
185 Devonshire Street
Boston, MA 02110
(617) 426-7510

McDermott, Will & Emery
One Post Office Square
Boston, MA 02109
(617) 357-0200

Ronald J. McDougald
66 Canal Street
Boston, MA 02114
(617) 227-6220

Jason Mirabito
41 Temple Street
Boston, MA 02114
(617) 227-2447

Nutter, McClennan & Fish
One International Place
Boston, MA 02110-2699
(617) 439-2840

Palmer & Dodge
1 Beacon Street
Boston, MA 02108
(617) 227-4400

Peter & Gossels
84 State Street
Boston, MA 02109
(617) 742-9310

Rafferty & Polich
1675 Massachusetts Avenue
Cambridge, MA 02138
(617) 864-1600

Sullivan & Lynch
156 State Street
Boston, MA 02109
(617) 723-4488

Philip Raoul Tetu
545 Boylston Street
Boston, MA 02116
(617) 262-1053

Vacovec, Miller and Rothenberg
1330 Beacon Street, Suite 315
Brookline, MA 02146
(617) 232-8760
Telex: 22-0883 TAUR
Fax: 617-734-8464

Cape Cod

Leonard Rose
157 Locust Street
Falmouth, MA 02540
(617) 548-7900

Springfield

Doherty, Wallace, Pillsbury & Murphy, P.C.
1391 Main Street
Springfield, MA 01103
(413) 733-3111

CUSTOM HOUSE BROKERS AND INTERNATIONAL FREIGHT FORWARDERS

Custom house brokers clear goods through customs. They are licensed and regulated by the Treasury Department. Custom house brokers deal with imports into the United States.

An international freight forwarder performs a variety of services to assist the export of goods. A freight forwarder may handle export packing, obtain insurance for shipments or write it themselves, prepare collection and shipping documents, book cargo space, oversee loading of the goods, and see the goods through customs at their destination. A freight forwarder can also provide information and advice on U.S. export regulations, shipping methods, and foreign import regulations.

Many international freight forwarders also serve as custom house brokers. Where this information has been provided, it is indicated below (*). Firms are listed by metropolitan area.

Boston

A & A Ltd. (*)
Logan International Airport
East Boston, MA 02128
(617) 567-7678

ABC Transportation Co., Inc.
35 Hurley Street
Cambridge, MA 02141
(617) 547-6683

A & M Custom Brokers Co. (*)
126 State Street
Boston, MA 02109
(617) 227-1386
Telex: 94-0478 AIMIKE BSN
Cable: AL MIKE

AMA Transportation Co., Inc.
91 Mountain Road
Burlington, MA 01803
(617) 229-6134

A.P.E. Transportation
Logan International Airport
East Boston, MA 02128
(617) 569-6666

Advance Brokers, Ltd. (*)
201 Summer Street
P.O. Box 447
East Boston, MA 02128
(617) 561-0300
Telex: 94-0776
Cable: ADVANCE

Air Express International Corp.
Logan International Airport
East Boston, MA 02128

Amerford International Corp.
135 Bremen Street
East Boston, MA 02128
(617) 569-5830

American Custom Brokers Co., Inc.
26 Chelsea Street
East Boston, MA 02128
(617) 561-0550

American Import Services
1 Mass Tech Center
East Boston, MA 02128
(617) 569-8710

Ameri-Cana Transport Inc.
250 Bent Street
Cambridge, MA 02141
(617) 423-4539

Associated Air Freight, Inc.
240 McClellan Highway
East Boston, MA 02128
(617) 569-4100

Barry International Forwarding, Inc.
161 Prescott Street
East Boston, MA 02128
(617) 569-1900

Bellair Expediting Service
92 Chestnut Street
North Reading, MA 01867
(215) 944-7431

Boston Bay Brokers, Inc. (*)
225 Friend Street, Suite 7001-1
Boston, MA 02114
(617) 227-5851
Telex: 95-1080

Bruning International Corp.
Logan International Airport
East Boston, MA 02128
(617) 569-7334

CF Forwarding, Inc.
9 Riverhurst Road
Billerica, MA 01821
(508) 667-3600

CFS International, Inc.
161 Prescott Street
East Boston, MA 02128
(617) 569-4600

Cargo-Trex
Logan International Airport
East Boston, MA 02128
(617) 567-6400

Caribbean International Overseas Shipping
481 Washington Street
Dorchester, MA 02121
(617) 436-5198

Cathay Consolidated International, Inc.
161 Prescott Street
East Boston, MA 02128
(617) 569-6890

Clipper Express
15 East Street
Cambridge, MA 01603
(617) 547-9612

Compass Forwarding
161 Prescott Street
East Boston, MA 02128
(617) 569-8574

John A Conkey & Co. Inc. (*)
67 Broad Street
Boston, MA 02109
(617) 439-4466
Telex: 94-0430
Branch Office:
1 Mass Tech Center
East Boston, MA 02128
(617) 569-8360

Dolliff & Co., Inc. (*)
395 Maverick Street
East Boston, MA 02128
(617) 561-0900
Telex: 94-0003
Cable: DOLRATH

Dolphin Forwarding
56 Oak Hill Way
Brockton, MA 02151
(508) 588-1250

Dorf International Inc.
256 Friend Street
Boston, MA 02114
(617) 227-3129

T.D. Downing Co. (*)
115 Broad Street
Boston, MA 02110
(617) 426-4800
Telex: 94-0312

Dynasty International Inc.
Hill Cargo Building
Logan International Airport
East Boston, MA 02128
(617) 569-5969

E & J Consolidating Inc.
70 Western Avenue
Allston, MA 02134
(617) 782-8622

A.J. Elliot, Inc. (*)
4 Alger Street
Boston, MA 02127
(617) 269-8220
TWX: 710-321-0351
Airport Office:
Logan International Airport
East Boston, MA 02128
(617) 569-4701

Euro-American Air Freight Forwarding Co., Inc.
15 East Street
Cambridge, MA 02141
(617) 492-3876

F.H. Fenderson, Inc. (*)
239 Prescott Street
East Boston, MA 02128
(617) 569-7200

Freight Consultants Inc.
515 Saratoga Street
East Boston, MA 02128
(617) 569-7909

Fourways Express
1431 Bedford Street
Abington, MA 02351
(617) 871-1637

M.H. Garvey Co. (*)
148 State Street
P.O. Box 2192
Boston, MA 02106
(617) 523-6226
Telex: 92-8257

Global Freight International Inc.
Harborside Drive
East Boston, MA 02171
(617) 569-1626

Goff & Page Co. (*)
332 Breman Street
East Boston, MA 02128
(617) 569-4150

Gomez World Express Inc. (*)
28 Railroad Street
Revere, MA 02151
(617) 569-4020
Telex: 94-0318
Mailing Address:
P.O. Box 489
East Boston, MA 02128

Max Gruenhut International Inc. (*)
365 Chelsea Street
East Boston, MA 02150
(617) 569-8227

Guardian Air Freight
30 Railroad Street
Revere, MA 02151
(617) 569-0690

H & M International
140 Eastern Avenue
Chelsea, MA 02150
(617) 889-4660

Raymond H. Hamson, Inc. (*)
World Trade Center Boston
Commonwealth Pier, Suite 305
Boston, MA 02210
(617) 439-5440
Telex: 94-0717 HAMSON BSN

Harper Robinson & Co.
160 McClellan Highway
East Boston, MA 02128
(617) 569-5066

Intercontinental Air Freight Inc.
Logan Airport, South Harbor Side
East Boston, MA 02128
(617) 569-4400

International Specialists, Inc. (*)
177 Milk Street
Boston, MA 02109
(617) 357-9383
Telex: 94-0782

Intersped Systems, Inc.
One Mass Tech Circle
East Boston, MA 02128
(617) 567-8714

K Line Air Service USA Inc.
161 Prescott Street
East Boston, MA 02128
(617) 569-8450

Kamino Air Transport Inc.
355 Bennington Street
East Boston, MA 02128
(617) 569-4505

Kintetsu World Express USA Inc.
Logan International Airport
East Boston, MA 02128
(617) 569-6484

Kuehne & Nagel, Inc.
370 McClellan Highway
East Boston, MA 02128
(617) 569-7440

LEP International, Inc. (*)
245 First Street, Suite 403
Cambridge, MA 02142
(617) 494-5200
Telex: 50-6440

H.P. Lambert Co., Inc (*)
256 Friend Street
Boston, MA 02114
(617) 227-3129
Airport Office:
Logan International Airport
East Boston, MA 02128
(617) 567-5350

Liberty International (*)
140 Eastern Avenue
Chelsea, MA 02150
(617) 884-9700
Telex: 68-17312

Livingston International Inc.
140 Eastern Avenue
Chelsea, MA 02150
(617) 889-1301

M.B. Terminal Co.
70 Western Avenue
Allston, MA 02134
(617) 782-9441

J.D. MacDonald & Co. (*)
239 Prescott Street
East Boston, MA 02128
(617) 569-1640
(800) 227-1400
Telex: 94-0486
RCA 28-7210

Jacky Maeder Ltd.
239 Prescott Street
East Boston, MA 02128
(617) 561-0442

Magic Freight Services Inc.
Logan International Airport
East Boston, MA 02128
(617) 567-7437

Mark V Systems Inc.
215 Bremen Street
East Boston, MA 02128
(617) 567-6949

Messina & Co. (*)
239 Prescott Street
P.O. Box 238
East Boston, MA 02128
(617) 567-6378
Telex: ITT 49-74109

J.F. Moran Co., Inc.
One Mass Tech Center, Suite 216S
Logan International Airport
East Boston, MA 02128
(617) 569-7115
Telex: 68-17381 MORAN UW

Muller Air Freight Inc.
130 Eastern Avenue
Chelsea, MA 02150
(617) 889-4778

Navtrans International Freight
161 Prescott Street
East Boston, MA 02128
(617) 567-3122

New England Im-Ex Inc.
161 Prescott Street
East Boston, MA 02128
(617) 561-0403

Nippon Express USA Inc. (*)
Logan International Airport
East Boston, MA 02128
(617) 569-7770

Oceanair, Inc. (*)
112 Railroad Street
Revere, MA 02151
(617) 286-2700
Telex: 68-17309

Omnitrans Corp. Ltd.
310 McClellan Highway
East Boston, MA 02128
(617) 569-8420

PKO Ltd.
161 Prescott Street
East Boston, MA 02128
(617) 569-8460

Panalpina Inc. (*)
Logan International Airport
East Boston, MA 02128
(617) 567-7278

Pandair International Air Freight
Logan International Airport
East Boston, MA 02128
(617) 569-7780

Pilot Air Freight Corp.
20 New Street
East Boston, MA 02128
(617) 569-5915

C.H. Powell Co. (*)
1 Intercontinental Way
Peabody, MA 01960
(508) 535-7073
Telex: 94-0006

W.N. Proctor Co., Inc. (*)
115 Broad Street
P.O. Box 192
Boston, MA 02101
(617) 556-2900
Telex: 94-0911 PROCTOR BSN
Cable: FITZ
Airport Office:
Logan International Airport
East Boston, MA 02128
(617) 482-0360

Profit Freight Systems
240 McClellan Highway
East Boston, MA 02128
(617) 569-5900

Randy International
161 Prescott Street
East Boston, MA 02128
(617) 569-9880

Ryder International Freight &
Customs Services, Inc. (*)
Logan International Airport
East Boston, MA 02128
(617) 569-5585

Saratoga Forwarding Co., Inc. (*)
239 Prescott Street
East Boston, MA 02128
(617) 567-2022
Telex: 92-1844 SAFCO

Savino Del Bene Inc.
365 Chelsea Street
East Boston, MA 02150
(617) 569-6561

Schenkers International Forwarders,
Inc. (*)
239 Prescott Street
East Boston, MA 02128
(617) 569-6070

Seino Cosmos America Inc.
355 Bennington Street
East Boston, MA 02128
(617) 569-7299

Shipping Corp. of America
161 Prescott Street
East Boston, MA 02128
(617) 567-3000

E. Sidney Stockwell Co., Inc. (*)
P.O. Box 8987
225 Friend Street
Boston, MA 02114
(617) 742-0218
TWX: 710-321-9315
Cable: SIDSTOCK

Stone & Downer Co. (*)
Logan International Airport
East Boston, MA 02128
(617) 569-5829
Telex: 94-0701 STONEDOW

Summit Airlines
Logan International Airport
East Boston, MA 02128
(617) 569-5297

TNT Express
105 Second Street
Chelsea, MA 02150
(617) 889-4940

Trans Border Customs Service
Mass Tech Center
East Boston, MA 02128
(617) 561-0801

U.S. Express Inc.
667 Somerville Avenue
Somerville, MA 02143
(617) 666-0707

WTC Air Freight
185 Prescott Street
East Boston, MA 02128
(617) 569-4220

Westransco Freight Co.
70 Western Avenue
Brighton, MA 02134
(617) 254-4778

F.B. Wilcon Co., Inc. (*)
148 State Street
Boston, MA 02109
(617) 227-5748

Yellow Freight Systems, Inc.
151 Rivermoor Street
West Roxbury, MA 02132
(617) 327-4330

Yusen Air & Sea Service (USA),
Inc. (*)
215 Bremen Street
East Boston, MA 02128
(617) 567-4282

New Bedford

A & A Ltd. (*)
P.O. Box F746
New Bedford, MA 02742
(508) 999-1383

Springfield

S.J. Gembala, Customs House Broker
260 Worthington Street
Springfield, MA 01103
(413) 737-9161

Worcester

Karen A. Busenberg, CHB
P.O. Box 102
Shrewsbury, MA 01545
(508) 853-7066

EXPORT PACKING AND CRATING

The following firms offer export packing and crating. Packing for exports, especially ocean freight, requires greater care than for regular domestic shipping, as well as special markings. Export packers may also be familiar with various shipping facilities and carriers.

Boston

A & French Packing Corp.
241 Riverview Avenue
Waltham, MA 02154
(617) 894-7110

Allworld Removals Ltd.
464 Bremen Street
East Boston, MA 02128
(617) 569-0696

C. Bain Packing & Crating Service
20 Atlantic Avenue
Woburn, MA 01801
(617) 592-9011

Boston Freight Terminals
31 Fargo Street
Boston, MA 02210
(617) 482-6222

R.E. Hill Co.
22 Ballard Road
Lawrence, MA 01843
(508) 689-4750

The Horn Corp.
44 Dunham Road
Billerica, MA 01821
(508) 667-8797

Perry Packaging Corp.
Powder Mill Road
Maynard, MA 01754
(508) 897-5002

Transportation Co., Inc.
35 Hurley Street
Cambridge, MA 02141
(617) 547-6683

Triple P Packaging & Paper Products
830 W. Chestnut Street
Hyde Park, MA 02136
(617) 364-0444

William Wetmore & Co., Inc.
9 Mirco Drive
Woburn, MA 01801
(617) 935-9332

Springfield

Anderson & Benson Corp.
88 Birnie Avenue
Springfield, MA 01107
(413) 737-2641

Bay State Moving Systems, Inc.
60 Haynes Circle
Chicopee, MA 01020
(413) 781-3671

EXPORT-RELATED INSURANCE

Insurance agencies can offer a variety of types of insurance for exporters. Generally, exporters require two different types of coverage: marine insurance and export credit insurance. The firms listed below may offer one or both types of coverage.

Marine insurance is used to insure export shipments against physical damage or loss during transit from seller to buyer.

Export credit insurance is used to insure export receivables against the failure of a foreign buyer to pay for the goods.

American Credit Indemnity Co.
36 Washington Street
Boston, MA 02181
(617) 237-9655

American International Underwriters
10 Post Office Square
Boston, MA 02109
(617) 956-4600

Customhouse Marine Insurance Services, Inc.
15 Broad Street
Boston, MA 02109
(617) 723-3450

Export Insurance Agency
40 Front Street
Walpole, MA 02081
(508) 668-0978

Mahoney & Wright Insurance Agencies
141 Tremont Street
Boston, MA 02111
(617) 482-4086
Branch Offices:
122 Front Street
Scituate, MA 02066
(508) 545-3970

395 Main Street
Wakefield, MA 01880
(617) 245-5501

300 Union Street
Rockland, MA 02370
(508) 878-4200

Marine Office of American Corp.
211 Congress Street
Boston, MA 02110
(617) 542-4726

Roanoke Insurance Agency, Inc.
400 Atlantic Avenue
Boston, MA 02210
(617) 482-5727

Shipping Corp. of America
161 Prescott Street
East Boston, MA 02128
(617) 567-3000

F.B. Wilcon Co., Inc.
148 State Street
Boston, MA 02109
(617) 227-5748

TRANSLATION SERVICES

At times it is necessary for an exporter to translate documents either from or into a foreign language. Translations may be required for such things as orders and contracts, other documents, product literature, brochures and manuals. The firms and/or individuals listed below provide professional translation services. While some may specialize in one or a few languages, many translation firms offer services for numerous languages.

Boston

A Su Servicio - At Your Service
11 Lawrence Street
Lawrence, MA 01840
(617) 975-5310

Academia Translation Service
11 Mt. Auburn Street
Cambridge, MA 02138
(617) 354-6110

Arabtech Translation
127 Larch Street
Cambridge, MA 02138
(617) 576-3626

Arabic Advanced Technical & Legal Translators
165 Friend Street
Boston, MA 02114
(617) 723-9766

Berlitz Translation Services
437 Boylston Street
Boston, MA 02116
(617) 266-6858
Branch Office:
40 Washington Street
Wellesley, MA 02188
(617) 237-2220

Boston School of Modern Languages, Inc.
One Arlington Street
Boston, MA 02116
(617) 536-5505
Branch Office:
814 South Street
Roslindale, MA 02131
(617) 325-2760

Boston Translation Co.
354 Congress Street
Boston, MA 02210
(617) 542-8687

CC Scientific Translation & Editorial Service
453 Boston Turnpike
Shrewsbury, MA 01545
(617) 842-8683

Computerized Language Services
34 Sussex Street
Cambridge, MA 02120
(617) 354-6384

French-English Communications
8 Sparrow Lane
Holliston, MA 01746
(617) 429-5793

French Language Consultants
167 Worcester Road
Wellesley, MA 02118
(617) 237-9580

French Library in Boston, Inc.
53 Marlboro Street
Boston, MA 02158
(617) 266-4351

German Language Services
35 Asticou Road
Jamaica Plain, MA 02130
(617) 524-4136

German Technical Translations
2 Mishawum Street
Medway, MA 02053
(617) 533-5022

Global Translations
8 Agawam Road
Acton, MA 01720
(617) 264-0600

Ibrahim & Ibrahim
165 Friend Street
Boston, MA 02114
(617) 723-9766

Inlingua Translations
31 St. James Avenue
Boston, MA 02116
(617) 426-6777

Interlex
385 Massachusetts Avenue
Arlington, MA 02115
(617) 646-1227

International Communications
4 Maple Avenue
Natick, MA 01760
(508) 651-9232

Japanese High Tech Translations
27 Andover Road
Beverly, MA 01915
(508) 922-0486

Julia's Consulting Multi-Service Agency
103 Jackson Street
Lawrence, MA 01841
(508) 685-0209

Language Consultants
167 Worcester Road
Wellesley, MA 02118
(617) 237-9580

Language School International, Inc.
179 Great Road
Acton, MA 01720
(508) 263-0326

Language Services Co.
432 Fiske Street
Holliston, MA 01746
(508) 429-2690

Linguistic Systems
116 Bishop Richard Allen Drive
Cambridge, MA 02139
(617) 864-3900

Poly-Lingua, Inc.
World Trade Center Boston, Suite 304
Boston, MA 02210
(617) 439-5999

Shanghai Co.
16 Oxford Street
Boston, MA 02111
(617) 482-5768

Tran Liem Van
175 Tremont Street
Boston, MA 02111
(617) 357-5685

Translation Express
675 Massachusetts Avenue
Cambridge, MA 02118
(617) 354-5775

The Translators, Inc.
458 Old Boston Road
Topsfield, MA 01983
(508) 887-9234

Transtek Associates, Inc.
P.O. Box 450
Reading, MA 01867
(617) 944-1947

Wal-Lex Associates, Inc.
850 Lexington Street
Waltham, MA 02154
(617) 894-7368

Walter J. Whelan
1060 Truman Highway
Hyde Park, MA 02136
(617) 361-0005

World Trade Center in Boston
Commonwealth Pier
Boston, MA 02128
(617) 439-5999

George J. Zilberstein
621 Main Street
Waltham, MA 02154
(617) 891-1038

Worcester

Spanish/English Services
Rice Corner Road
Brookfield, MA 01506
(508) 867-8494

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____